

Professional Career Guide: **Management**

What is **Management**?

Management is how individuals, groups, and organizations work together to achieve a common goal.

Managing consists of the interlocking functions of creating corporate policy and organizing, planning, controlling, and directing an organization's resources to meet the objectives of that policy.

Management industries

- Human Resources
- Sales
- Insurance
- Consulting
- Banking, Finance and Real Estate
- Healthcare Management
- Sports Management
- Operations and Supply Chain

Preparing for your career

Requirements: 120 total hours, which includes at least 18 management hours.

Learn how to effectively manage change, motivate employees, coordinate projects, and direct organizations. You'll help companies create a competitive advantage through expertise in human resource management, business strategy, leadership, small business, and international management, teamwork, and negotiations.

How to get **hired**

- Demonstrated teamwork skills
- High level of written and verbal communication skills
- Experience with leadership and conflict management
- Open to working entry-level sales positions



Internship Highlight

Company: JP Morgan Chase & Co

Position: Global Finance and Business Management Analyst

Advice: My one piece of advice is to be open-minded. I applied for so many internships all over the country that I could see myself in because I believe it never hurts to try. It can be intimidating to interview with larger firms, but I set this goal for myself early in the search for internships.

-Kathryn Hall

Top skills needed

Soft skills:

- Leadership and team-building skills
- Interpersonal, written, and oral communication skills
- The ability to plan and organize activities in line with set guidelines
- Strong decision-making and delegation skills
- Problem-solving skills to resolve complex issues

Hard skills:

- Microsoft suite
- Enterprise Resource Planning (ERP)
- SQL
- SAP
- Salesforce

Get involved

Student organizations:

- Human Resource Management Club
- Forté
- Gatton Ambassadors
- Future Business Leaders of America
- Women Business Leaders
- Graham Peer Advisor

Professional organizations :

- American Management Association
- American Society for Training and Development
- Project Management Institute
- Small Business Association

Opportunities to Lookout for

Career Fairs

These networking events allows you to meet a range of employers and ask any questions.

Internships

Experience gained through internships make candidates more competitive in the job market, and many employers hire entry level positions from their internship programs.

Quick Facts

Median starting salary for bachelor's degree in management at UK: \$50,000

Expected growth of management analyst positions, nationally: 14% by 2030

Who hires Management Majors?

InsightGlobal



aramark

State Farm

Allstate



SHERWIN WILLIAMS

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